From Labs to Farms: Agronomic Research Outcomes Transfer

Martinique case study

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Context

• 420 000 inhabitants

• Agriculture: 2nd economic sector

• Agronomic research outcomes are various and numerous but undervalued

• No specific transfer device
Methodology

1. To analyse the agronomic research outcomes vs. Martinique stakeholders claims

2. To build together and implement transfer projects with professional partners

3. To design a dedicated Information System with users
1. To analyse the agronomic research outcomes vs. Martinique stakeholders claims
Agronomic research outcomes

► More than a hundred outcomes
Simplified Transfer Systemic Analysis

Information, Funds and Products Flows in innovation networks

- Society
  - Needs
  - Society representatives
  - € Funds

- Agronomic Research
  - € Funds
  - Outcomes
  - Knowledge

- Farmers
  - € Funds

- Intermediaries, distributors

- Industrials

- Professional Organisations

- Transfer and development centers

Products
**Identification of types of transfer brakes**

<table>
<thead>
<tr>
<th>Category</th>
<th>Example</th>
</tr>
</thead>
<tbody>
<tr>
<td>Institutional, Organizational…</td>
<td>Partners</td>
</tr>
<tr>
<td>Technical…</td>
<td>Products</td>
</tr>
<tr>
<td>Financial, Business…</td>
<td>Funds</td>
</tr>
<tr>
<td>Lack of documents…</td>
<td>Information</td>
</tr>
<tr>
<td>Sanitary, Regulatory…</td>
<td>Environment</td>
</tr>
</tbody>
</table>
Martinique stakeholders claims

- Understanding of stakeholders’ network:
- Identification of their needs and constraints
Simplified Transfer Systemic Analysis

Intermediaries, distributors

Society

Society representatives

Farmers

Agronomic Research

Industrials

Professional Organisations

Transfer and development centers
2. To build together and implement transfer projects with professional partners
2. To build together and implement transfer projects with professional partners

1. A decision support tool for banana producers

2. An animal breeding management technique

3. An irrigation tool

4. New varieties of the tropical flower *Alpinia purpurata*
### Ability to transfer

<table>
<thead>
<tr>
<th></th>
<th>Challenges</th>
<th>Added-value</th>
<th>Risks</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Partners</strong></td>
<td><img src="image" alt="partners" /></td>
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<td></td>
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<tr>
<td><strong>Products</strong></td>
<td><img src="image" alt="products" /></td>
<td></td>
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<tr>
<td><strong>Funds €</strong></td>
<td><img src="image" alt="funds" /></td>
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## Ability to transfer

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<tr>
<td><strong>Partners</strong></td>
<td>Establish transfer networks</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Products</strong></td>
<td>New techniques used by M % of farmers</td>
<td></td>
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</tr>
<tr>
<td><strong>Funds €</strong></td>
<td>High costs for implementing</td>
<td></td>
<td></td>
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<tr>
<td><strong>Information</strong></td>
<td>Anticipate natural risks</td>
<td></td>
<td>uncontrolled dissemination</td>
</tr>
<tr>
<td><strong>Environment</strong></td>
<td></td>
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</table>
The ‘Ability to transfer’ tables helped the Martinique Transfer Steering Committee to define priorities. i.e. the project ‘Optimizing irrigation at the field level’ (INRA-PRAM-General Council-Experimental Station on Irrigated Crops) was appraised as priority.
3. To design a dedicated Information System with users
• Various levels of access to adapt the provision of data to the diversity and specificity of application

• User committee: farmers, technical advisors, funders, institutional representatives, researchers

► Formalization of the data... under process
Conclusion

• As transfer is part of the Innovation process, it is long-term, complex, and in perpetual interaction with its environment.

• Generic methods and tools are needed to initiate and foster actions.

• The success depends on the mobilisation of all the partners of the innovation network.
Acknowledgements to all partners
From Martinique and Guadeloupe

Thank you for your attention!
Martinique Stakeolders

Partenaires institutionnels Développement économique

Union Européenne

Conseil Régional

Agence Martiniquaise de développement économique

Conseil Général

Technopole + pépinière d’entreprise de la CACEM

Centres de transfert

Centre Technique de la Canne et du Sucre

Station expérimentale des cultures irriguées (CG)

Pôle Agro-alimentaire Régional de la Martinique (CR)

Gis PRAM

Centres de Recherches & Enseignement Supérieur

Université Antilles Guyane

CEMAGREF

CIRAD

IRD

Ressources: UCPI IT Depts

INRA Antilles-Guyane

à partir du schéma générique d’un système régional de transfert et d’innovation - Y. Noël, INRA DPE (2005)